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Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Apr 2022	Apr 2021	+ / -	YTD 2022	YTD 2021	+ / -
isting Activity Charts Metrics						
New Listing Count	69	95	-27.4%	256	371	-31%
New Listing Volume	\$271,313,148	\$329,799,558	-17.7%	\$1,133,455,490	\$1,146,578,351	-1.1%
Active Listing Count	120	214	-43.9%	N/A	N/A	
Active Listing Volume	\$784,775,865	\$963,532,945	-18.6%	NA	NA	
Average Listing Price	\$6,539,799	\$4,502,490	+45.2%	\$6,575,003	\$4,149,384	+58.5%
Median Listing Price	\$5,300,000	\$3,295,000	+60.8%	\$5,352,847	\$3,300,829	+62.2%
Average Listing Price per Sq Ft	\$929	\$670	+38.7%	\$923	\$625	+47.7%
Median Listing Price per Sq Ft	\$811	\$597	+36%	\$822	\$570	+44.2%
Median Daysin RPR	50	49	+2%	59.12	61.37	-3.7%
Months of Inventory	1.9	2.4	-21.7%	1.6	4.5	-65.3%
Absorption Rate	52.5%	41.12%	+11.4%	64.5%	22.36%	+42.1%
ales Activity Charts Metrics			1			
New Pending Sales Count	61	107	-43%	303	342	-11.4%
New Pending Sales Volume	\$262,098,249	\$294,753,699	-11.1%	\$1,236,957,737	\$891,658,052	+38.7%
Pending Sales Count	52	48	+8.3%	NA	NA	
Pending Sales Volume	\$253,896,449	\$143,432,525	+77%	NA	NA	
Closed Sales Count	52	104	-50%	223	307	-27.4%
Closed Sales Volume	\$216,913,986	\$279,525,302	-22.4%	\$828,797,041	\$776,527,802	+6.7%
Average Sales Price	\$4,171,423	\$2,687,743	+55.2%	\$3,716,579	\$2,529,407	+46.9%
Median Sales Price	\$3,500,000	\$2,312,500	+51.4%	\$3,118,929	\$2,230,081	+39.9%
Average Sales Price per Sq Ft	\$731	\$532	+37.3%	\$708	\$520	+36.2%
Median Sales Price per Sq Ft	\$716	\$466	+53.7%	\$647	\$476	+35.9%
istressed Charts Metrics					•••••	
Distressed Listing Count	_	1		N/A	N/A	



New Listings

The number of new residential listings that were added each month.

Filters Used

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family

Month/ Year	Count	% Chg.
Apr '22	69	-27.4%
Apr '21	95	93.9%
Apr '20	49	24.5%



New Listing Volume

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of residential listings that were added each month.

94%

17%

-8%

-26%

-11%

3%

-29%

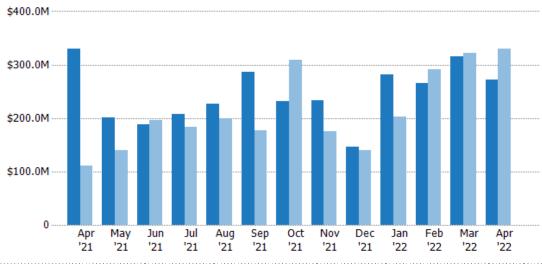
-16%

-21%

-39%

-33%

Month/ Year	Volume	% Chg.
Apr '22	\$271M	-17.7%
Apr '21	\$330M	199.3%
Apr '20	\$110M	13.6%

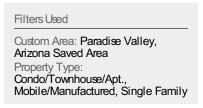


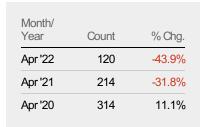


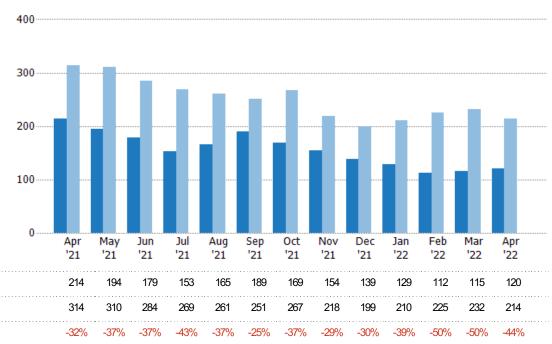
Market Data Report

Active Listings

The number of active residential listings at the end of each month.







Active Listing Volume

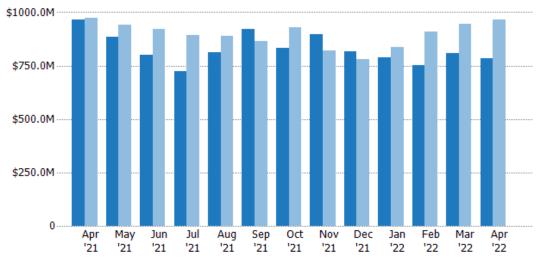
Percent Change from Prior Year

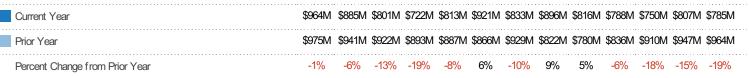
Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

Month/ Year	Volume	% Chg.
Apr '22	\$785M	-18.6%
Apr '21	\$964M	-1.2%
Apr '20	\$975M	0.4%



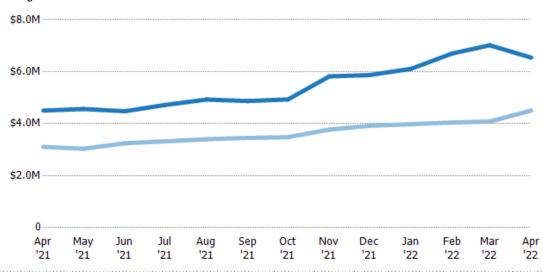


Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used
Custom Area: Paradise Valley, Arizona Saved Area
Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Apr '22	\$6.54M	45.2%
Apr '21	\$4.5M	45%
Apr '20	\$3.11M	-9.6%



Current Year	\$4.5M	\$4.56M	\$4.48M	\$4.72M	\$4.93M	\$4.87M	\$4.93M	\$5.82M	\$5.87M	\$6.11M	\$6.7M	\$7.02M	\$6.54N
Prior Year	\$3.11M	\$3.04M	\$3.24M	\$3.32M	\$3.4M	\$3.45M	\$3.48M	\$3.77M	\$3.92M	\$3.98M	\$4.04M	\$4.08M	\$4.5M
Percent Change from Prior Year	45%	50%	38%	42%	45%	41%	42%	54%	50%	53%	66%	72%	45%

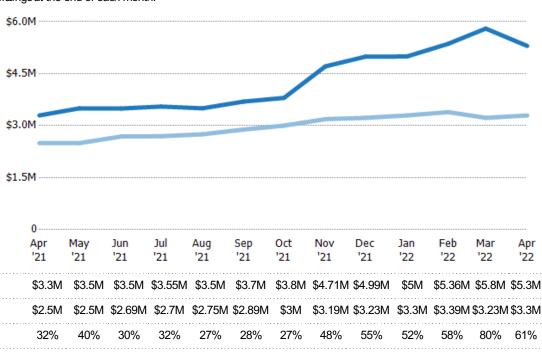
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price	% Chg.
Apr '22	\$5.3M	60.8%
Apr '21	\$3.3M	32.1%
Apr '20	\$2.5M	-4.8%

Percent Change from Prior Year



Current Year



Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

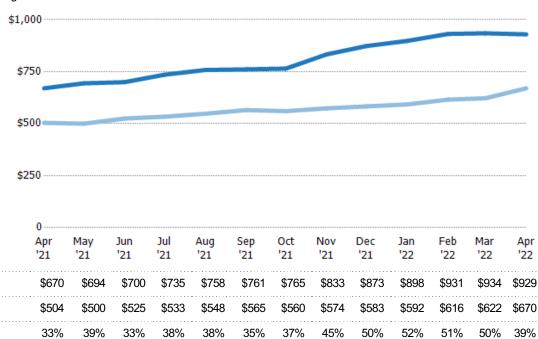


Month/ Year	Price/sq ft	% Chg.
Apr'22	\$929	38.7%
Apr '21	\$670	33%
Apr'20	\$504	-8.4%

Percent Change from Prior Year

Current Year

Prior Year



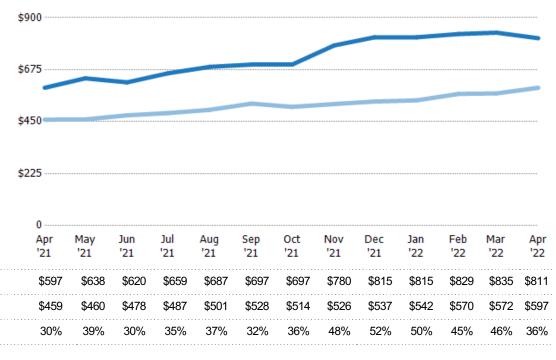
Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Apr '22	\$811	36%
Apr '21	\$597	30.1%
Apr '20	\$459	-7.3%

Percent Change from Prior Year

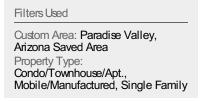




Current Year

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.





Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

132% 137%

132%

139%

140%

145%

152%

152%

154%

162% 158% 167%

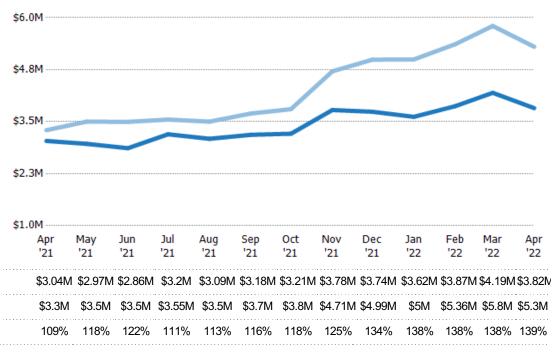
130%

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Avg Listing Price as a % of Avg Est Value

Avg Est Value

Avg Listing Price





Median Est Value

Median Listing Price

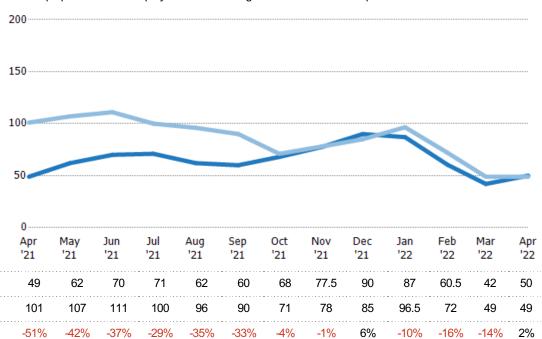
Med Listing Price as a % of Med Est Value

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Days	% Chg.
Apr '22	50	2%
Apr '21	49	-51.5%
Apr '20	101	2%



Months of Inventory

Percent Change from Prior Year

Current Year

Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Months	% Chg.
Apr'22	1.9	-21.7%
Apr '21	2.43	-61.3%
Apr '20	6.28	-10.4%



Current Year

RPR RPR

Absorption Rate

The percentage of inventory sold per month.

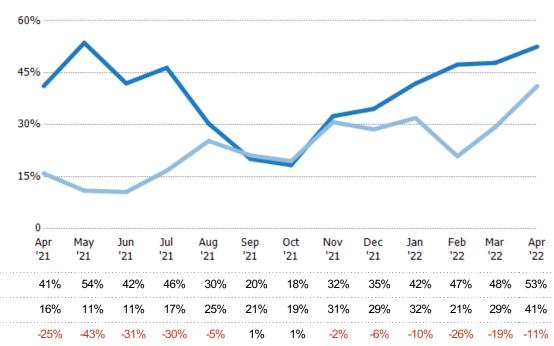
Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Rate	Chg.
Apr '22	53%	-11.4%
Apr '21	41%	-25.2%
Apr '20	16%	11.6%

Current Year

Prior Year

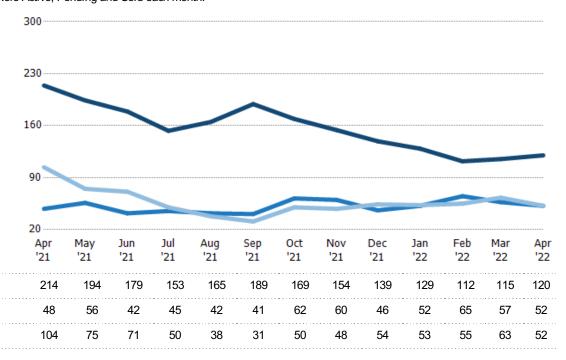
Change from Prior Year



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family



Active

Sold

Pending

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Count	% Chg.
Apr '22	61	-43%
Apr '21	107	174.4%
Apr '20	39	71.8%

Current Year

Prior Year

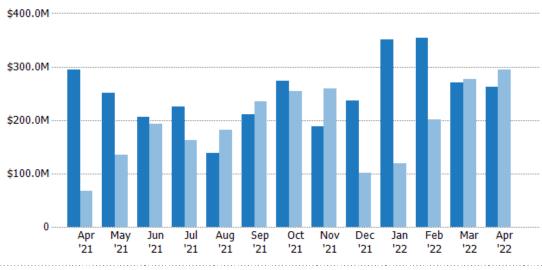


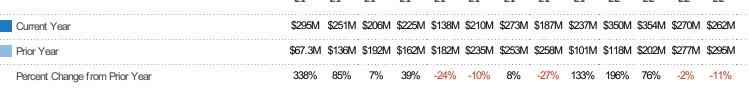
New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

Month/ Year	Volume	% Chg.
Apr '22	\$262M	-11.1%
Apr '21	\$295M	337.8%
Apr '20	\$67.3M	90.5%



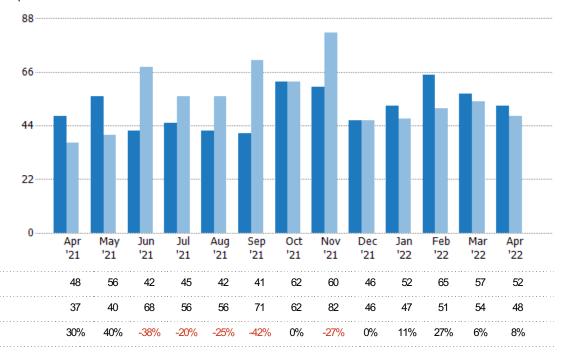


Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Count	% Chg.
Apr '22	52	8.3%
Apr '21	48	29.7%
Apr '20	37	67.6%



Pending Sales Volume

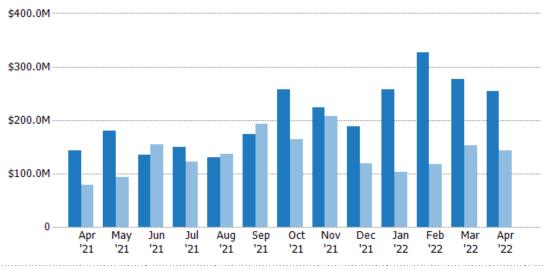
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Month/ Year	Volume	% Chg.
Apr '22	\$254M	77%
Apr '21	\$143M	84.2%
Apr '20	\$77.9M	80.7%





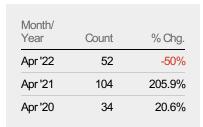


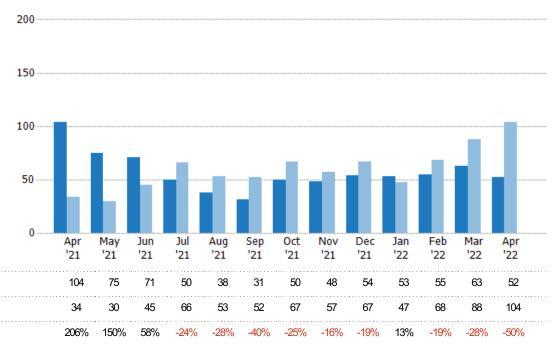
Market Data Report

Closed Sales

The total number of residential properties sold each month.

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family





Closed Sales Volume

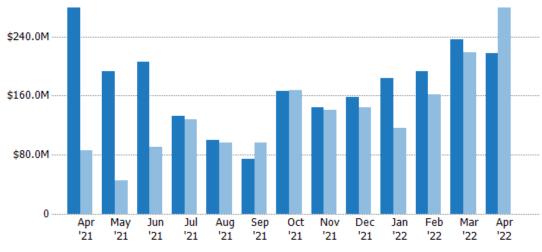
Percent Change from Prior Year

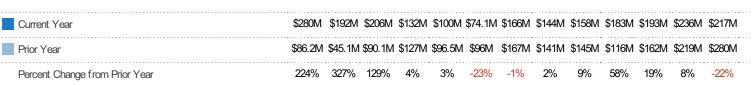
Current Year

Prior Year

The sum of the sales price of residential properties sold each month.

Month/ Year	Volume	% Chg.
Apr '22	\$217M	-22.4%
Apr '21	\$280M	224.5%
Apr '20	\$86.2M	-9.9%

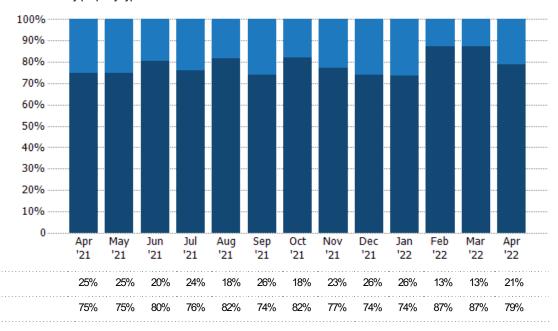




Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family



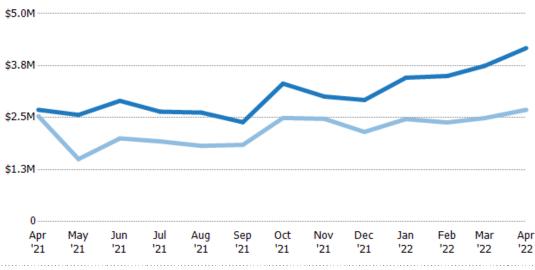
Average Sales Price

Single Family Residence

Condo/Townhouse

The average sales price of the residential properties sold each month.

Month/ Year	Price	% Chg.
Apr '22	\$4.17M	55.2%
Apr '21	\$2.69M	6.1%
Apr '20	\$2.53M	-25.3%



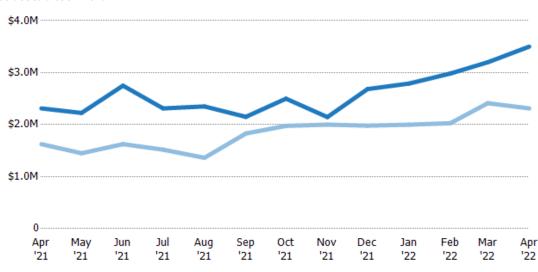


Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Div	0/ 01-
Price	% Chg.
\$3.5M	51.4%
\$2.31M	42.3%
\$1.63M	-8.3%
	\$2.31M



	21	21	21	21	21	21	21	21	21	22	22	22	22
Current Year	\$2.31M	\$2.23M	\$2.75M	\$2.31M	1 \$2.35M	\$2.15M	\$2.5M	\$2.15N	1 \$2.68M	\$2.79N	1 \$2.98M	\$3.2M	\$3.5M
Prior Year	\$1.63M	\$1.45M	\$1.63M	\$1.52M	1 \$1.36M	\$1.83M	\$1.98M	\$2M	\$1.98M	\$2M	\$2.03M	\$2.41N	I\$2.31N
Percent Change from Prior Year	42%	53%	69%	52%	72%	17%	27%	7%	36%	40%	47%	33%	51%

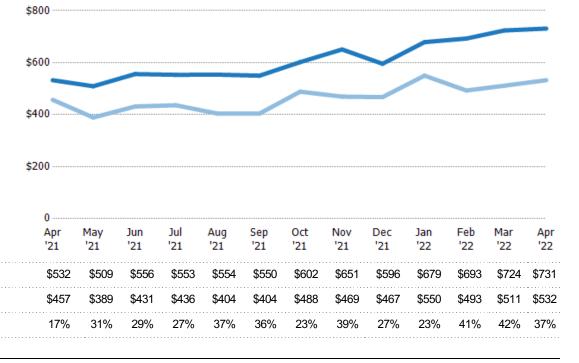
Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Apr '22	\$731	37.3%
Apr '21	\$532	16.5%
Apr '20	\$457	-9.3%

Percent Change from Prior Year



Current Year

Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Month/ Year	Price/sq ft	% Chg.
Apr '22	\$716	53.7%
Apr '21	\$466	26.5%
Apr '20	\$368	-1.1%

Percent Change from Prior Year

Current Year

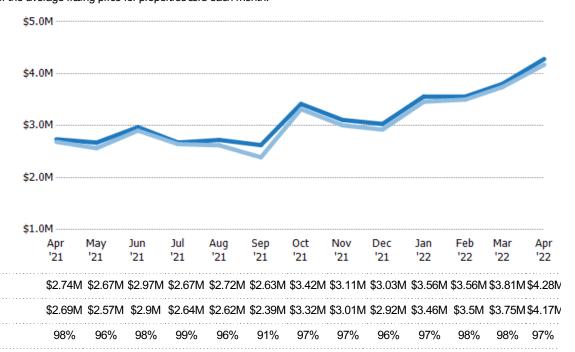
Prior Year



Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Custom Area: Paradise Valley,
Arizona Saved Area
Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured, Single Family





Avg List Price

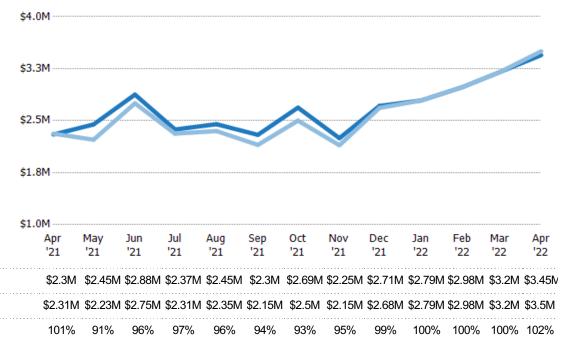
Avg Sales Price

Avg Sales Price as a % of Avg List Price

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.





Average Sales Price vs Average Est Value

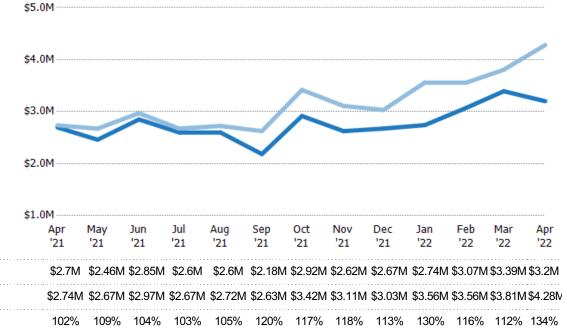
The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.



Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price



Avg Est Value

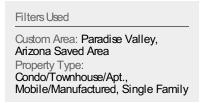
Avg Sales Price

Avg Sales Price as a % of Avg Est Value

115% 105% 104% 112%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.





Distressed Listings

Median Est Value

Median Sales Price

The number of distressed residential properties that were for sale at the end of each month.

96%

98%

102%

103%

106%

106% 101% 111%

Custom Area: Paradise Valley, Arizona Saved Area Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Single Family

Med Sales Price as a % of Med Est Value



Current Year

Percent Change from Prior Year



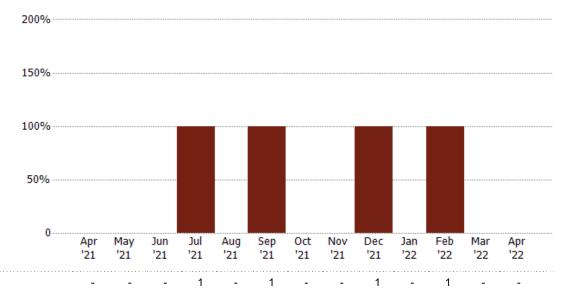
Market Data Report

Distressed Sales

The count of distressed residential properties sold each month.



Current Year









Sales Activity by ZIP

Apr 2022

ZIP	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Av g Sales Price	Median Sales Price	Av g Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
85253	52	\$253,896,449	52	\$216,913,986	\$4,171,423	\$3,500,000	\$732	\$719	13

